

BOARD OF COUNTY COMMISSIONERS

MEMORANDUM

DATE: June 16, 2003
TO: Board of County Commissioners
THROUGH: Parwez Alam, County Administrator
Vincent S. Long, Assistant County Administrator
FROM: Joe Sharp, Director Health and Human Services
SUBJECT: June 12, 2003 EMS Meeting with City

Leon County Emergency Medical and Transport Services contract negotiations sessions with City of Tallahassee June 12, 2003.

The meeting began at 9:00 AM in the County Administrator's Conference Room. Representatives of the City of Tallahassee in attendance were: Anita Favors, City Manager, Tom Coe, Assistant City Manager, James English, City Attorney, and Dave Reid, Director of Management and Administration. Representing Leon County were: Parwez Alam, County Administrator, Vincent S. Long, Assistant County Administrator, Alan Rosenzweig, Director of Office of Management and Budget, Cherry Shaw, County Attorney's office and Joe Sharp, Director of Health and Human Services.

Ms. Favors stated that her staff had reviewed the Consultants' specifications and developed a list of provisions necessary for the City to be interested in entertaining a contract with the County. Ms. Favors outlined the following provisions:

- (1) The City stipulates that the EMS agreement be a "full cost recovery" agreement. Any cost incurred by the City in the performance of the agreement shall be fully compensated by the County.

Note: EMS system is designed as a fixed price, performance based system. Price to the City was developed by City personnel working with the EMS Consultants. A full cost recovery provision abrogates the intent that the provider of EMS services be financially responsible for the cost of the program. The specifications designed by the Consultants insulate the City from any increases in the City's cost of operation due to changes in Medical Protocols and supply requirements.

- (2) That any EMS Agreement must include a mechanism to "true up" City cost. City desires total recovery of any cost incurred in the performance of this agreement to be on an annual "true up" basis.

Note: Mr. Alam suggested that any "true up" proviso include the "truing up"

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of any savings the City might generate through the efficient operation of the program. It was suggested, as discussed by the Mayor and the Chairman, that 25% of such savings be used for EMS employee bonuses and that 25% per cent be used by the City for EMS labor negotiations and that 50% of savings be used by the County to establish a rate stabilization fund.

- (3) Term of the EMS Agreement must be concurrent with the current Fire Services Agreement which terminates in 2008.
- (4) City requires full payment of first year cost paid in advance. City requires the establishment of a trust to be fully funded to an amount sufficient for the first year cost. Upon withdrawal of the First Year's funding to City, the trust would serve as a "collections account" for EMS and MSTU revenues to fund the second years' operations. The trust would continue in this manner for the length of the agreement. Note: Under this proviso, County funds would go into "trust" and County would not have the control of the funds.
- (5) The City also outlined the following costs to be added to do the program:
 - a) Insurance: Consultants have \$225,000 in budget. City officials feel that \$350,000 to \$450,000 is a more appropriate figure.
Note: Consultant budget amount was based on the actual cost of insurance.
 - b) Communications: Tallahassee Fire Department feels they will need another \$80,000 FTE position in the Radio Shop to maintain radios.
Note: Communications budget was developed by City Police/Fire communication personnel.
 - c) Outside Financial Audit: City feels that program needs an annual financial audit at \$25,000 per year.
Note: County proposed a Cost of Service Study as suggested by the Mayor. The specifications include a cost of service study every five years; County proposes every year.
 - d) Volunteer Fire Departments: City states additional funds are necessary for cost of training and supplies for the Volunteer Fire Departments. No specific cost provided.
Note: County provided VFD's with an annual operating budget for training. Fire Services Agreement provides that City is responsible for VFD training requirements.
 - e) City requires that County provide capital funds for the City's purchase of Ambulance vehicles. City desires that all vehicle be purchased new at the outset of the contract.
Note: Consultant specifications plan for County to purchase Ambulance

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equipment and lease to City. Under this arrangement County maintains control of funds for a longer period of time.

- f) City finds funds allocated in current budget are insufficient for personnel replacement, recruitment and training and will request additional funding for these purposes.

Note: Consultants worked with City Fire Department in developing current budget. Current budget amount was satisfactory to City Fire Department and City Human Resources Department.

- g) City requires seniority pay for paramedics. Not enough money is in current budget for this purpose; City will need an additional \$150,000. No monies allocated for proper calculation of entry level salaries and unionization.

Note: Current budget created by City Fire Department and Consultants.

- h) Other Provisions:

- (1) City requires current TMH EMS Personnel to pass all Fire Department (Firefighter Standards) and other basic requirements.
- (2) City expressed concern with Response Time requirements within the City Limits and attendant penalties when failed to meet requirements. City will provide preferred performance details for within the city zone at a later date.

City negotiators also indicated that City wanted an opt out provision in the MSTU to the extent that the City could withdraw its consent within eighteen (18) months.

Mr. David Reid and Mr. Alan Rosenzweig are to meet to work out the detail of the "truing up" process and establish a process for establishing reasonable costs.

PA/VSL/js